

CFTC Ex. 397

Message

**From:** Andrew Nelson [anelson@longleaftrading.com]  
**Sent:** 8/16/2018 12:12:05 PM  
**To:** Jim Donelson [jdonelson@longleaftrading.com]; Scott Gecas [sgecas@longleaftrading.com]; Alexander Stemper [astemper@longleaftrading.com]; James Hatzigiannis [jhatzigiannis@longleaftrading.com]; Ryan Dillman [rdillman@longleaftrading.com]  
**Subject:** New custom  
**Attachments:** revised custom.pptm

Use this powerpoint from now on. I'll change the script to reflect cash management changes.

Regards,

## Andrew Nelson

Senior Commodities Associate | Long Leaf Trading Group

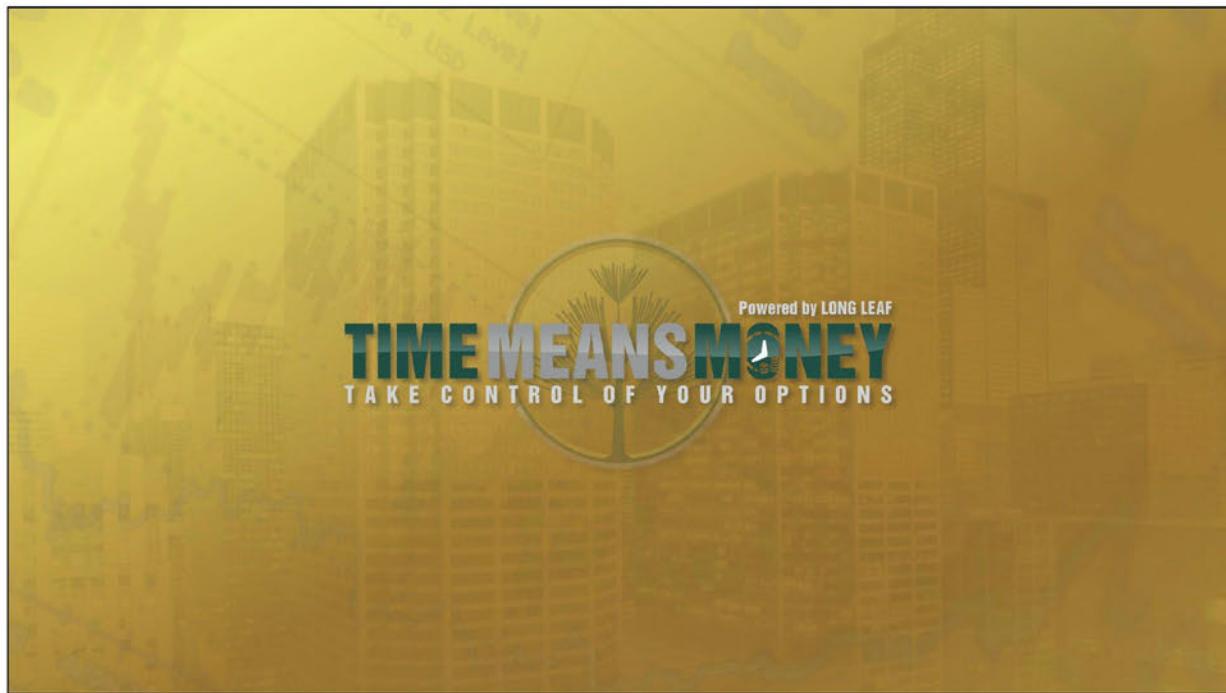
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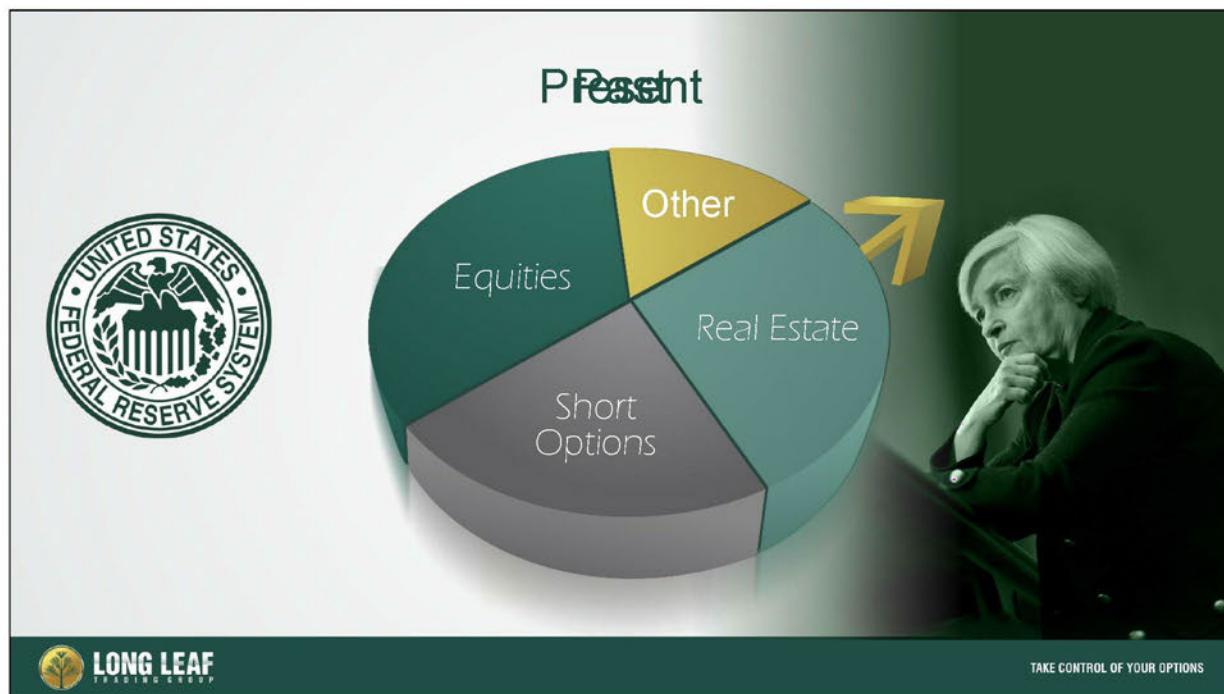
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## Traditional Investing

Gazprom (OGZPY)

ExxonMobil (XOM)

Energy

Petrobras (PBR)

Rockwood Specialty Chemicals (A)

Information Technology

China Petroleum & Chemical Corporation (Sinopec Limited (SII))

Petróleo Brasileiro S.A. (PBR)

Conoco Phillips Co. (COP)



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## Traditional Investing



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## Traditional Investing



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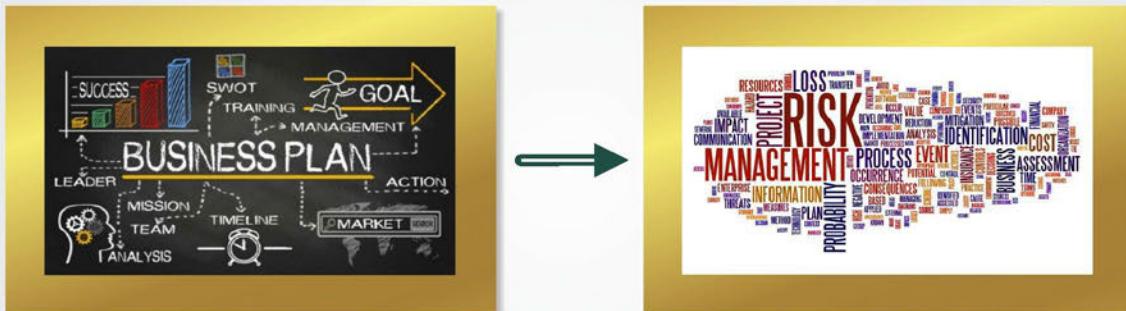
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## Portfolio Management



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## Portfolio Management



## Small Business

## Portfolio



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## Portfolio Management

\$100,000.00 → Risk Capital

12% → Annual Return

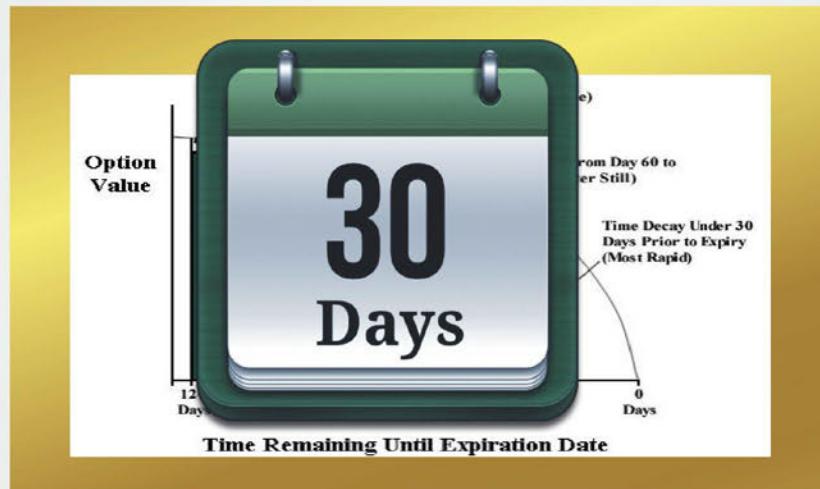
\$12,000.00 → Income Generation



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## Timing



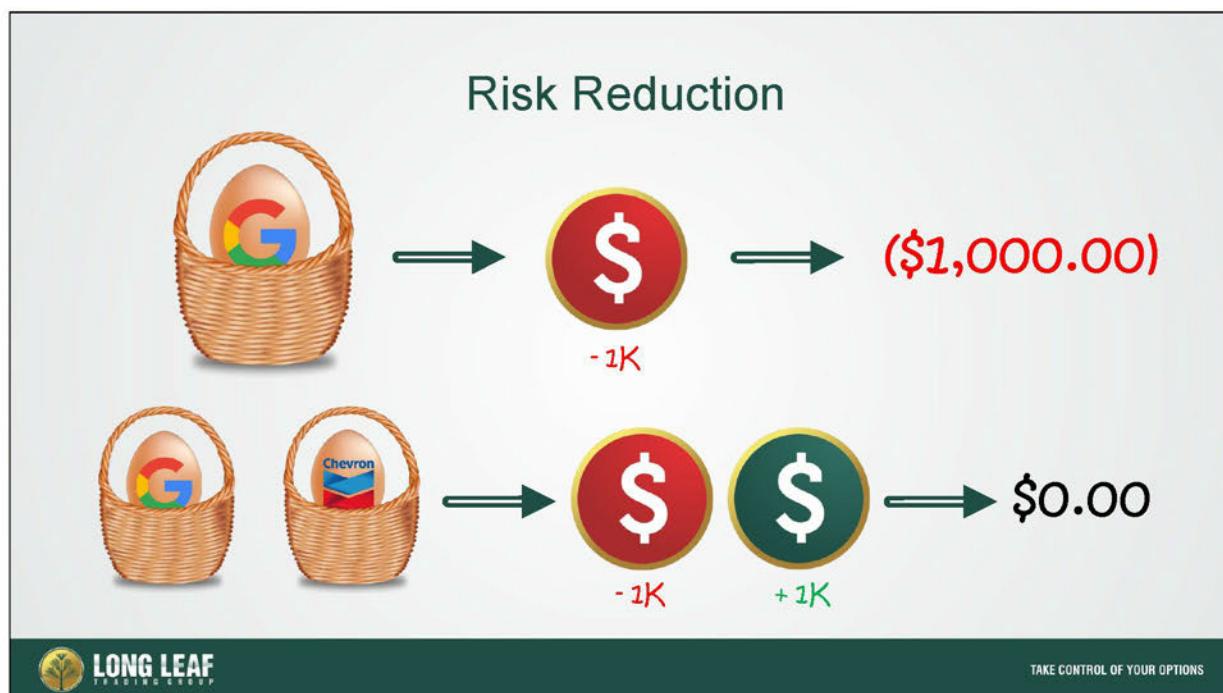
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## Portfolio Management

\$100,000.00	→	Risk Capital
12%	→	Annual Return
<hr/>		
\$12,000.00	→	Income Generation
12	→	Option Sale – 30 Days
<hr/>		
\$1000.00	→	Monthly Income

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## Cash Management



10,000



5K



5K



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## Cash Management



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## Conservative Cash Management

15%

TO

25%

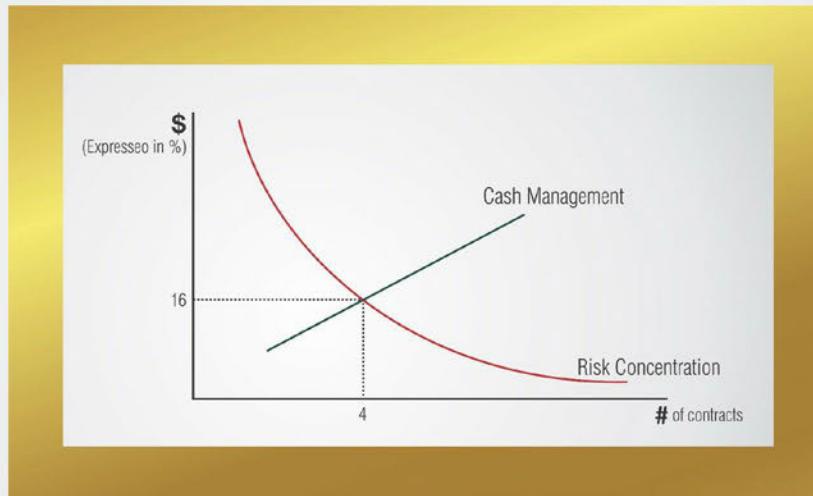
Account Equity



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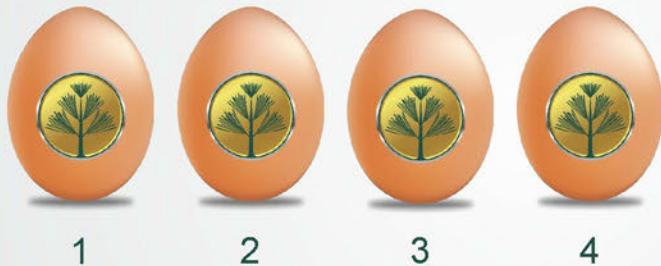
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## Diminishing Returns Chart



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## Assets in Portfolio



=



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### Assets Weighted By Confidence

The diagram illustrates the concept of 'Assets Weighted By Confidence'. It features five orange eggs, each containing a dollar sign (\$) and a confidence indicator. The first two eggs are on the left, the next two are inside a green calendar icon, and the fifth egg is on the right. The first egg contains a red '\$' and '- 10K'. The second egg contains a green '\$' and '+ 2K'. The third egg inside the calendar contains a green '\$' and '+ 2K'. The fourth egg inside the calendar also contains a green '\$' and '+ 2K'. The fifth egg on the right contains a red '\$' and '(\$4,000.00)'. A black arrow points from the fourth egg to the fifth egg, indicating a relationship or flow between them.

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## Equally Weighted Assets



An average of **76.5%\*** of all options held to expiration at the Chicago Mercantile Exchange expired worthless

\*Source: CME 'Exercised/Expired Recap For Expired Contract Report'



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## Custom Insurance



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## Maximum Risk Exposure



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## Risk : Reward



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Portfolio Management

Win	Lose
\$500.00	\$1,000.00
\$500.00	
\$500.00	
<hr/>	<hr/>
\$1,500.00	\$1,000.00
\$500.00	
$\times 12 \longrightarrow \$6,000.00$	

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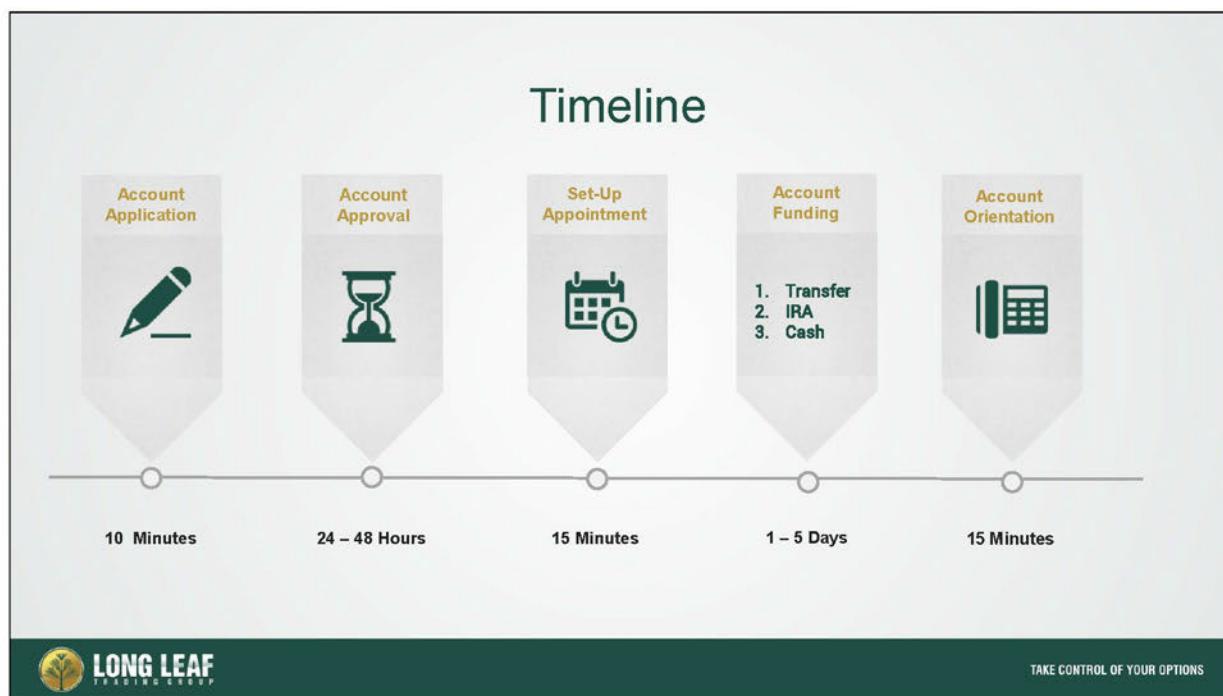
Portfolio Management

6%	→ Annual Return
\$6,000.00	→ Income Generation
12	→ Option Sale – 30 Days
\$500.00	→ Monthly Income

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## Next Step



10 Minutes



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